



WAIS Inc. Power Publishing

Wide Area Information Servers Inc. ©1995



Mission

To become the leading provider of tools, services, and packaged content for electronic publishing on wide area networks



WAIS Inc. History

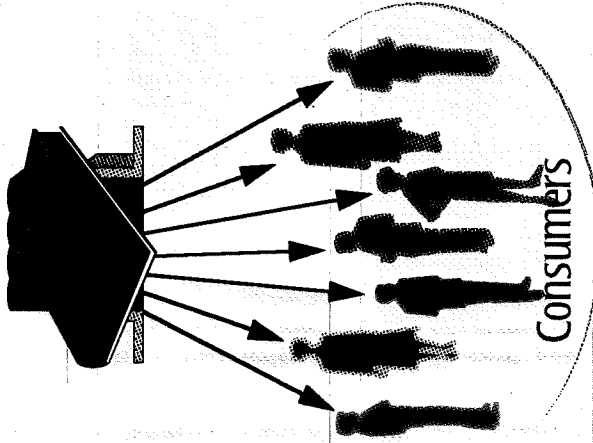
- ◆ Founded in June 1992 from consortium of Apple/Thinking Machines/Dow Jones/KPMG
- ◆ 2 Founders from Supercomputing
- ◆ 2 Founders from Publishing
- ◆ Privately held; based in Menlo Park
- ◆ Continued Growth: Revenue and staffing



Publishing Evolution

Pre-Electronic

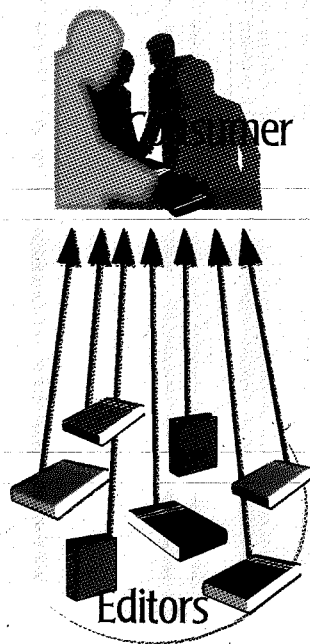
- ◆ Editors push content to classes of customers
- ◆ Editors set schedules
- ◆ Same content for all
- ◆ Limited research capability





Publishing Evolution (cont.)

Early-Electronic—Consumer pull

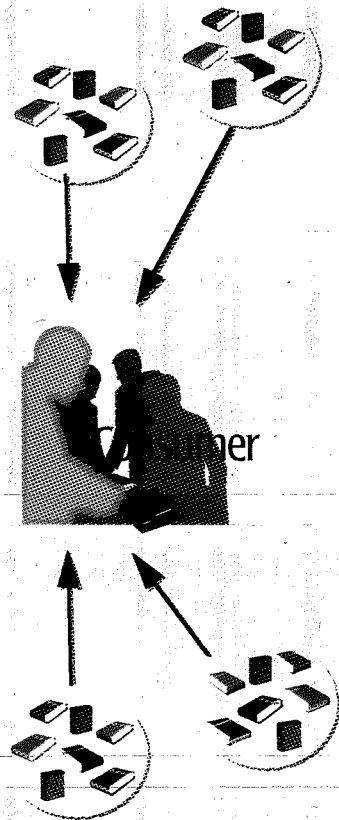


- ◆ Consumers begin to have access to multiple sources
- ◆ Research capability becoming available
- ◆ Content just beginning to be rich
- ◆ Multiple providers force their interface/infrastructure
- ◆ “Hyper-Space” can be intimidating and time consuming—too many sources
- ◆ Publishers & advertisers anxious to get going, want own signature
- ◆ Client interfaces proliferating & will be freely available



Publishing Evolution (cont.)

Electronic Phase 2



- ◆ Consumers want multiple source and provider
- ◆ Consumers want easier access—retrieval in “consumer’s context”
- ◆ Advertisers access to stratified consumers
- ◆ Transaction based charging on Internet
- ◆ Advertiser payed services and content
- ◆ Providers become access “enablers”
- ◆ Increasingly complex processing as creative vertical applications emerge



Customers

Corporate

Boeing Computer Services
Colgate-Palmolive
Intel Corporation
Internet Shopping Network
KPMG Peat Marwick
National Center for Manufacturing Sciences
Nippon Telephone & Telegraph (NTT)
Novell, Inc.
Pacific Bell
Perot Systems
Sun Microsystems
The World Bank

Publishers

CambridgeScientific Abstracts
Chicago Tribune
CMP Publications
Delphi Internet Services
Corporation
Dow Jones and Company, Inc.
Encyclopaedia Britannica
MacMillan Publishing
New York Law Publishing
Company
Newbridge Publishing
West Publishing Corporation



Customers

Education

Georgetown University
Moscow State University/REDLab
Rice University
Science University of Tokyo
Stanford University
University College of London
University of Tennessee

Government

Defense Technical Information Center
EG&G Idaho, Inc.
Lawrence Livermore National Labs
Library of Congress
Loral Federal Systems
Los Alamos National Laboratory
Martin Marietta
NASA
National Security Agency
National Science Foundation
Science Applications International Corp. (SAIC)
U.S. Air Force
U.S. Army
U.S. Department of Energy/OSTI
U.S. Environmental Protection Agency
U.S. Geological Survey (USGS)
U.S. Government Printing Office (GPO)
U.S. House of Representatives
U.S. Navy
U.S. Senate